INTRODUCTION, KEY RECENT EVENTS, AND Q2 FINANCIAL RESULTS

Dave Ricks, Chairman and Chief Executive Officer

ONCOLOGY R&D STRATEGY UPDATE

Dr. Sue Mahony, President, Lilly Oncology

Dr. Levi Garraway, Senior Vice President, Oncology Global Development and Medical Affairs

KEY FUTURE EVENTS AND FINANCIAL GUIDANCE

Derica Rice, Executive Vice President, Global Services and Chief Financial Officer

QUESTION AND ANSWER SESSION
This presentation contains forward-looking statements that are based on management’s current expectations, but actual results may differ materially due to various factors. The company’s results may be affected by factors including, but not limited to, the risks and uncertainties in pharmaceutical research and development; competitive developments; regulatory actions; litigation and investigations; business development transactions; economic conditions; and changes in laws and regulations, including health care reform.

For additional information about the factors that affect the company’s business, please see the company’s latest Forms 10-K and 10-Q filed with the Securities and Exchange Commission.

The company undertakes no duty to update forward-looking statements.
STRATEGIC OBJECTIVES
PROGRESS SINCE THE LAST EARNINGS CALL

GROW REVENUE
Revenue growth of 8%
Pharmaceutical volume growth of 8%
New products drove 10.7pp of volume growth

EXPAND MARGINS
Excluding FX on international inventories sold, GM % increased over 90bp vs. Q2 2016
OPEX % of revenue decreased over 390bp vs. Q2 2016

DEPLOY CAPITAL TO CREATE VALUE
Nektar alliance on NKTR-358, a novel autoimmune therapy
KeyBioscience collaboration on DACRAs
Purchased $200 million of stock and paid over $500 million via dividend

SUSTAIN FLOW OF INNOVATION
Approval of Olumiant® in Japan
FDA granted Priority Review for abemaciclib in advanced breast cancer (MONARCH 1 and 2)
Presented positive Phase 3 data for galcanezumab in migraine
KEY EVENTS SINCE THE LAST EARNINGS CALL

REGULATORY

- Japan’s Ministry of Health, Labor and Welfare (MHLW) granted marketing approval for Olumiant (baricitinib) 2-mg and 4-mg tablets for the treatment of rheumatoid arthritis (RA) (including the prevention of structural injury of joints) in patients with inadequate response to standard-of-care therapies;
- Along with Incyte, announced that the companies expect it will be a minimum of 18 months before Lilly will resubmit the NDA for baricitinib for the treatment of moderate-to-severe rheumatoid arthritis to the FDA; the companies are evaluating options for resubmission, including further discussions with the FDA or conducting an additional clinical study;
- Announced that the FDA granted Priority Review designation to abemaciclib for metastatic breast cancer (MONARCH 1 and MONARCH 2);
- FDA granted Fast Track designation for tanezumab for the treatment of chronic pain in patients with osteoarthritis and chronic lower back pain; tanezumab is being developed in collaboration with Pfizer;
- FDA approved Merck’s Keytruda® (pembrolizumab) as first-line combination therapy with Alimta® + carboplatin for patients with metastatic nonsquamous non-small cell lung cancer (NSCLC), irrespective of PD-L1 expression; continued approval for this indication may be contingent upon verification and description of clinical benefit in confirmatory trials; and
- the China Food and Drug Administration accepted the application for fruquintinib, an oral VEGFR inhibitor, as a treatment for colorectal cancer [in collaboration with Hutchison China MediTech].

CLINICAL

- At ASCO, presented detailed data from the Phase 3 MONARCH 2 study showing that abemaciclib in combination with fulvestrant significantly improved progression-free survival (PFS) compared to treatment with fulvestrant alone in women with HR+, HER2-, advanced breast cancer who have relapsed or progressed after endocrine therapy;
- At AHS, presented detailed data from:
  - three Phase 3 studies of galcanezumab for the prevention of episodic and chronic migraine; in each study, galcanezumab met the primary endpoint demonstrating statistically significant reductions in the number of monthly migraine headache days compared to placebo at both studied doses; and
  - the first of two Phase 3 studies of lasmiditan for the acute treatment of migraine; in the SAMURAI study, lasmiditan met the co-primary endpoints of statistically significantly greater reduction in headache pain and patient-centric most bothersome symptom (MBS) at two hours compared with placebo;
- Announced that the Phase 3 RANGE study of Cyramza® (ramucirumab) in combination with docetaxel in patients with locally advanced or unresectable or metastatic urothelial carcinoma whose disease progressed on or after platinum-based chemotherapy met its primary endpoint of improved progression-free survival (PFS); Lilly anticipates that overall survival (OS) results are likely to be required for global regulatory submissions;
- Passed an interim analysis in the Phase 3 AMARANTH study of lanabecestat in patients with early Alzheimer’s disease; as a result, Lilly will make a $50 million milestone payment to AstraZeneca in Q3; and
- Initiated a Phase 3 study (monarchE) investigating abemaciclib as an adjuvant treatment for patients with HR+, HER2- breast cancer.
KEY EVENTS SINCE THE LAST EARNINGS CALL

BUSINESS DEVELOPMENT & OTHER

• Announced a collaboration with KeyBioscience AG focused on the development of Dual Amylin Calcitonin Receptor Agonists (DACRAs), a potential new class of treatments for metabolic disorders such as type 2 diabetes; the collaboration includes KBP-042, currently in Phase 2 development; in Q3, Lilly will make an initial payment of $55 million, or $0.03 per share;
• Announced a collaboration with Nektar Therapeutics to co-develop NKTR-358, currently in Phase 1 development as a potential treatment for autoimmune and other chronic inflammatory conditions; upon closing of the transaction, Lilly will pay Nektar $150 million, resulting in an acquired in-process research and development charge to earnings of approximately $0.09 per share;
• Announced that, in the litigation relating to alternative salt forms of Alimta, the UK Supreme Court decided that Actavis’s products directly infringe Lilly’s vitamin regimen patents in the UK, France, Italy, and Spain; in addition, the UK Supreme Court affirmed the indirect infringement finding of the UK Court of Appeal;
• Announced a settlement agreement with generic companies to resolve pending patent litigation in the U.S. District Court for the Eastern District of Virginia regarding the Cialis® (tadalafil) unit dose patent; this patent was previously set to expire on April 26, 2020; as part of the agreement, Cialis exclusivity is now expected to end at the earliest on September 27, 2018; and
• Repurchased $200 million in stock and distributed over $500 million to shareholders via the dividend.

BUSINESS DEVELOPMENT & OTHER (continued)

• The company and Purdue University announced a strategic collaboration to conduct life science research in a five-year agreement, where Lilly will provide up to $52 million;
• The company announced completion of a $90 million expansion of its Biotechnology Center in San Diego, California; Lilly’s new space will help foster and accelerate the discovery of medicines within the company’s core therapeutic areas of immunology, diabetes, oncology and neurodegeneration, as well as the emerging area of pain;
COMPARISON MEASURES

“REPORTED” RESULTS

Include all financial results as reported in accordance with Generally Accepted Accounting Principles (GAAP)

“NON-GAAP” MEASURES

Start with “REPORTED” RESULTS

Include adjustments for items such as:

- Asset impairment, restructuring and other special charges
- Acquired in-process R&D charges and other income and expenses from business development activities
- Amortization of intangible assets
**2017 INCOME STATEMENT - REPORTED**

Millions; except per share data

<table>
<thead>
<tr>
<th></th>
<th>Q2 2017</th>
<th>Change</th>
<th>2017</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>$5,824</td>
<td>8%</td>
<td>$11,053</td>
<td>8%</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>73.4%</td>
<td>0.5pp</td>
<td>73.9%</td>
<td>1.0pp</td>
</tr>
<tr>
<td>Total Operating Expense*</td>
<td>3,008</td>
<td>(0%)</td>
<td>6,863</td>
<td>17%</td>
</tr>
<tr>
<td>Operating Income</td>
<td>1,264</td>
<td>37%</td>
<td>1,310</td>
<td>(20)%</td>
</tr>
<tr>
<td>Other Income (Expense)</td>
<td>(4)</td>
<td>NM</td>
<td>11</td>
<td>NM</td>
</tr>
<tr>
<td>Effective Tax Rate</td>
<td>20.0%</td>
<td>(0.8pp)</td>
<td>32.1%</td>
<td>10.7pp</td>
</tr>
</tbody>
</table>

**Net Income**

<p>| | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$1,008</td>
<td>35%</td>
<td>$897</td>
<td>(24%)</td>
</tr>
</tbody>
</table>

**Diluted EPS**

<p>| | | | | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$0.95</td>
<td>34%</td>
<td>$0.85</td>
<td>(24%)</td>
</tr>
</tbody>
</table>

*Includes research and development expense, marketing, selling and administrative expense, acquired in-process research and development charges, and asset impairment, restructuring and other special charges.

NM – not meaningful
<table>
<thead>
<tr>
<th></th>
<th>Millions; except per share data</th>
<th>Q2 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>GAAP Reported</td>
<td>Adjustments</td>
</tr>
<tr>
<td>Total Revenue</td>
<td>$5,824</td>
<td>-</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>73.4%</td>
<td>3.3%</td>
</tr>
<tr>
<td>Total Operating Expense</td>
<td>3,008</td>
<td>(52)</td>
</tr>
<tr>
<td>Operating Income</td>
<td>1,264</td>
<td>244</td>
</tr>
<tr>
<td>Other Income (Expense)</td>
<td>(4)</td>
<td>-</td>
</tr>
<tr>
<td>Effective Tax Rate</td>
<td>20.0%</td>
<td>1.7%</td>
</tr>
<tr>
<td>Net Income</td>
<td>$1,008</td>
<td>$170</td>
</tr>
<tr>
<td>Diluted EPS</td>
<td>$0.95</td>
<td>$0.16</td>
</tr>
</tbody>
</table>

Note: Numbers may not add due to rounding; see slide 35 for a complete list of significant adjustments.
# Reconciliation of GAAP Reported to Non-GAAP Adjusted Information; Certain Line Items (Unaudited)

<table>
<thead>
<tr>
<th></th>
<th>GAAP Reported</th>
<th>Adjustments</th>
<th>Non-GAAP Adjusted</th>
<th>Non-GAAP Adjusted Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>$11,053</td>
<td>-</td>
<td>$11,053</td>
<td>8%</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>73.9%</td>
<td>3.4%</td>
<td>77.4%</td>
<td>1.3 pp</td>
</tr>
<tr>
<td>Total Operating Expense</td>
<td>6,863</td>
<td>(1,125)</td>
<td>5,738</td>
<td>2%</td>
</tr>
<tr>
<td>Operating Income</td>
<td>1,310</td>
<td>1,502</td>
<td>2,813</td>
<td>30%</td>
</tr>
<tr>
<td>Other Income (Expense)</td>
<td>11</td>
<td>-</td>
<td>11</td>
<td>(85%)</td>
</tr>
<tr>
<td>Effective Tax Rate</td>
<td>32.1%</td>
<td>(10.6%)</td>
<td>21.5%</td>
<td>1.3 pp</td>
</tr>
<tr>
<td>Net Income</td>
<td>$897</td>
<td>$1,320</td>
<td>$2,217</td>
<td>24%</td>
</tr>
<tr>
<td>Diluted EPS</td>
<td>$0.85</td>
<td>$1.25</td>
<td>$2.10</td>
<td>24%</td>
</tr>
</tbody>
</table>

Note: Numbers may not add due to rounding; see slide 36 for a complete list of significant adjustments.
# Reconciliation of GAAP Reported to Non-GAAP Adjusted Information; Certain Line Items (Unaudited)

Millions; except per share data

<table>
<thead>
<tr>
<th>EPS (reported)</th>
<th>Q2 2017</th>
<th>Q2 2016</th>
<th>Change</th>
<th>2017</th>
<th>2016</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Acquired in-process R&amp;D</td>
<td>-</td>
<td>-</td>
<td>34%</td>
<td>0.81</td>
<td>-</td>
<td>(24%)</td>
</tr>
<tr>
<td>Amortization of intangible assets</td>
<td>0.12</td>
<td>0.11</td>
<td></td>
<td>0.23</td>
<td>0.22</td>
<td></td>
</tr>
<tr>
<td>Asset impairment, restructuring, and other special charges</td>
<td>0.03</td>
<td>0.04</td>
<td></td>
<td>0.19</td>
<td>0.16</td>
<td></td>
</tr>
<tr>
<td>BI Vetmedica inventory step up</td>
<td>0.01</td>
<td>-</td>
<td></td>
<td>0.02</td>
<td>-</td>
<td></td>
</tr>
<tr>
<td>Venezuela charge</td>
<td>-</td>
<td>-</td>
<td></td>
<td>-</td>
<td>0.19</td>
<td></td>
</tr>
<tr>
<td><strong>EPS (non-GAAP)</strong></td>
<td>$1.11</td>
<td>$0.86</td>
<td>29%</td>
<td>$2.10</td>
<td>$1.69</td>
<td>24%</td>
</tr>
</tbody>
</table>

Note: Numbers may not add due to rounding; see slides 35 and 36 for more details on these significant adjustments.
# EFFECT OF PRICE/RATE/VOLUME ON REVENUE

## Millions

<table>
<thead>
<tr>
<th>Pharmaceuticals</th>
<th>Amount</th>
<th>Price</th>
<th>FX Rate</th>
<th>Volume</th>
<th>Total</th>
<th>CER</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>U.S.</strong></td>
<td>$2,917.4</td>
<td>10%</td>
<td>-</td>
<td>9%</td>
<td>19%</td>
<td>19%</td>
</tr>
<tr>
<td><strong>Europe</strong></td>
<td>825.8</td>
<td>(3%)</td>
<td>(4%)</td>
<td>7%</td>
<td>0%</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Japan</strong></td>
<td>604.3</td>
<td>(0%)</td>
<td>(0%)</td>
<td>3%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td><strong>Rest of World</strong></td>
<td>691.9</td>
<td>(2%)</td>
<td>(2%)</td>
<td>6%</td>
<td>1%</td>
<td>3%</td>
</tr>
<tr>
<td><strong>Total Pharma</strong></td>
<td>5,039.4</td>
<td>4%</td>
<td>(1%)</td>
<td>8%</td>
<td>11%</td>
<td>12%</td>
</tr>
<tr>
<td><strong>Animal Health</strong></td>
<td>784.8</td>
<td>1%</td>
<td>(1%)</td>
<td>(9%)</td>
<td>(9%)</td>
<td>(8%)</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$5,824.3</strong></td>
<td>4%</td>
<td>(1%)</td>
<td>5%</td>
<td>8%</td>
<td>9%</td>
</tr>
</tbody>
</table>

Note: Numbers may not add due to rounding.

CER = price change + volume change

Not for promotional use
### Effect of Price/Rate/Volume on Revenue

**2017**

<table>
<thead>
<tr>
<th>Pharmaceuticals</th>
<th>Amount</th>
<th>Price</th>
<th>FX Rate</th>
<th>Volume</th>
<th>Total</th>
<th>CER</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S.</td>
<td>$5,437.1</td>
<td>7%</td>
<td>-</td>
<td>11%</td>
<td>18%</td>
<td>18%</td>
</tr>
<tr>
<td>Europe</td>
<td>1,591.1</td>
<td>(4%)</td>
<td>(4%)</td>
<td>5%</td>
<td>(3%)</td>
<td>1%</td>
</tr>
<tr>
<td>Japan</td>
<td>1,108.9</td>
<td>(2%)</td>
<td>1%</td>
<td>4%</td>
<td>3%</td>
<td>2%</td>
</tr>
<tr>
<td>Rest of World</td>
<td>1,361.3</td>
<td>(3%)</td>
<td>(2%)</td>
<td>6%</td>
<td>2%</td>
<td>4%</td>
</tr>
<tr>
<td><strong>Total Pharma</strong></td>
<td>9,498.4</td>
<td>3%</td>
<td>(1%)</td>
<td>8%</td>
<td>10%</td>
<td>11%</td>
</tr>
<tr>
<td>Animal Health</td>
<td>1,554.2</td>
<td>0%</td>
<td>(1%)</td>
<td>(4%)</td>
<td>(4%)</td>
<td>(3%)</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td><strong>$11,052.6</strong></td>
<td>2%</td>
<td>(1%)</td>
<td>6%</td>
<td>8%</td>
<td>9%</td>
</tr>
</tbody>
</table>

Note: Numbers may not add due to rounding.

CER = price change + volume change
NEW PRODUCTS DRIVING WW REVENUE GROWTH

Contribution to 5% Q2 WW Volume Growth

- New Products *: 10.7%
- Humulin: 0.5%
- Forteo: 0.4%
- All Other: -0.4%
- Alimta: -0.8%
- Cialis: -1.2%
- Animal Health: -1.4%
- Recent Expirations **: -2.8%

Numbers do not add due to rounding
* includes Trulicity®, Cyramza, Jardiance®, Taltz®, Basaglar®, Lartruvo™, Olumiant, and Portrazza®
** includes Zyprexa®, Cymbalta®, Strattera®, Axiron®, and Evista®
Jardiance and Basaglar are part of the Boehringer Ingelheim and Lilly Diabetes Alliance

Not for promotional use
**UPDATE ON NEW PRODUCT LAUNCH PROGRESS**

**TRULICITY**
- U.S. TRx SOM now over 35%
- GLP-1 class TRx growing nearly 25% in U.S. due to PCP adoption

**CYRAMZA**
- 64% SOM in 2nd-line metastatic gastric cancer in Japan
- Competitive pressure in NSCLC in the U.S. from IO agents

**JARDIANCE**
- TRx SOM has grown over 7 points since approval of CV indication
- Market leader in U.S. NBRx SOM at about 45%

**TALTZ**
- U.S. NBRx Derm SOM nearly 14%; strong IL-17A class growth
- Global launches continue; over 15,000 patients treated worldwide

**BASAGLAR**
- U.S. NBRx similar to Levemir; TRx similar to Tresiba
- Basal DoS SOM over 17% in Japan and nearing 5% in Europe

**LARTRUVO**
- Strong early uptake in U.S. with positive KOL feedback
- European launches ongoing

**OLUMIANT**
- European launches ongoing

Note: Jardiance is sold by Boehringer Ingelheim; Lilly records as revenue its share of Jardiance gross margin.
Jardiance and Basaglar are part of the Boehringer Ingelheim and Lilly Diabetes Alliance.

Not for promotional use
# EFFECT OF FOREIGN EXCHANGE ON 2017 RESULTS

## Year-on-Year Growth

<table>
<thead>
<tr>
<th>Reported</th>
<th>Q2 2017 With FX</th>
<th>Q2 2017 w/o FX</th>
<th>2017 With FX</th>
<th>2017 w/o FX</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>8%</td>
<td>9%</td>
<td>8%</td>
<td>9%</td>
</tr>
<tr>
<td>Cost of Sales</td>
<td>6%</td>
<td>6%</td>
<td>3%</td>
<td>4%</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>8%</td>
<td>10%</td>
<td>9%</td>
<td>10%</td>
</tr>
<tr>
<td>Operating Expense</td>
<td>(0)%</td>
<td>1%</td>
<td>17%</td>
<td>18%</td>
</tr>
<tr>
<td>Operating Income</td>
<td>37%</td>
<td>40%</td>
<td>(20)%</td>
<td>(19)%</td>
</tr>
<tr>
<td>EPS</td>
<td>34%</td>
<td>38%</td>
<td>(24)%</td>
<td>(23)%</td>
</tr>
</tbody>
</table>

## Non-GAAP

<table>
<thead>
<tr>
<th>Reported</th>
<th>Q2 2017 With FX</th>
<th>Q2 2017 w/o FX</th>
<th>2017 With FX</th>
<th>2017 w/o FX</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>8%</td>
<td>9%</td>
<td>8%</td>
<td>9%</td>
</tr>
<tr>
<td>Cost of Sales</td>
<td>5%</td>
<td>5%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Gross Margin</td>
<td>9%</td>
<td>10%</td>
<td>9%</td>
<td>10%</td>
</tr>
<tr>
<td>Operating Expense</td>
<td>0%</td>
<td>1%</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Operating Income</td>
<td>31%</td>
<td>34%</td>
<td>30%</td>
<td>33%</td>
</tr>
<tr>
<td>EPS</td>
<td>29%</td>
<td>32%</td>
<td>24%</td>
<td>27%</td>
</tr>
</tbody>
</table>
ONCOLOGY R&D STRATEGY UPDATE
LILLY IS ADAPTING TO THE CHANGING ONCOLOGY MARKET

**SIGNIFICANT OPPORTUNITY EXISTS**

- Cancer mortality remains high
- Unmet need exists across many tumors
- Record level of FDA approvals (2015)
- Market expected to grow 12% CAGR (2015-2022)*

* Source: EvaluatePharma

**COMPETITIVE INTENSITY IS ON THE RISE**

- Many companies seeking growth from oncology
- Similar targets being pursued
- Innovation/combinations driving price pressure
- Payer restrictions increasing

**INNOVATION EXPECTATIONS HAVE INCREASED**

- Speed of innovation increasing
- Innovation driving future growth
- Use of IO and targeted therapies increasing
- Biomarkers critically important
Build foundational agents and foundational regimens that transform outcomes

BUILD ON KEY THERAPEUTICS AS FOUNDATIONAL AGENTS

- Cyramza
- Lartruvo
- Abemaciclib

PURSUE NEW STANDARD-OF-CARE CHANGING THERAPIES AND REGIMENS

- Target tumor dependencies in molecularly enriched populations
- Build rational combinations that overcome resistance
- Develop next generation immunotherapies
**BUILD ON KEY THERAPEUTICS**

**CYRAMZA** (VEGFR2 MAb)
- Expand in 1L gastric cancer, 1L EGFR lung, 2L AFP high HCC, and 2L urothelial cancer
- Explore combinations that yield synergistic effect (e.g. IO in lung)

**LARTUVO** (PDGFRα MAb)
- Extend across STS lines
- Become partner of choice for existing and future regimens
- Leverage biologic understanding to expand into other tumor types

**ABEMACICLIB** (CDK4&6 Inh)
- Establish broad presence in ER+ breast cancer, including HER2+ and adjuvant
- Pursue Ras-dependent tumors (e.g. KRas lung)
- Rational combinations to target tumor dependencies and resistance pathways

**Phase 1: 2L NSCLC** (Cyramza + pembrolizumab)

**PHASE 2**
- Median PFS
  - olaratumab + doxorubicin: 26.5 months
doxorubicin: 14.7 months
  - HR (95% CI): .46 (.30, .71)
  - P = .0003

**MONARCH 2**
- Median PFS
  - abemaciclib + fulvestrant: 16.4 months
placebo + fulvestrant: 9.3 months
  - HR (95% CI): .553 (.449, .681)
  - P < .0000001

**Patients at risk:**
- abemaciclib 446
- placebo 223

**Not for promotional use**
IDENTIFY FUTURE FOUNDATIONAL AGENTS

CHARACTERISTICS

TARGET
Inhibits a key dependency operant in multiple tumor subtypes

TUMOR
Meaningful clinical impact in an “index” malignancy

FRANCHISE
Anchors standard-of-care changing regimens across its life cycle (combinations, next generation molecules)

SCREENING CRITERIA

1. **Cogent hypothesis**
   Compelling biology; robust preclinical data

2. **Molecular enrichment**
   Early biomarker plan; response and resistance mechanisms

3. **Treatment optimization**
   Rigorous PK/PD throughout; on vs. off-target toxicities

4. **Clinical impact**
   Meaningful benefit; breakthrough therapy

5. **Opportunity to win**
   First-in-class or best-in-class; building a franchise
# Lilly Oncology NME Pipeline

## July 21, 2017

### Priority Internal Development

<table>
<thead>
<tr>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Phase 3</th>
<th>Reg Review</th>
</tr>
</thead>
<tbody>
<tr>
<td>TIM-3 MAb</td>
<td>ERK 1/2 inh</td>
<td>TGFβ RI Ki</td>
<td>PI3/mTOR inh*</td>
</tr>
<tr>
<td>PD-L1 MAb*</td>
<td></td>
<td></td>
<td>Prexasertib</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Abemaciclib</td>
</tr>
</tbody>
</table>

### Tier 2 Internal Development

<table>
<thead>
<tr>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Phase 3</th>
<th>Reg Review</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ang2 MAb</td>
<td>CSF1R MAb</td>
<td>Merestinib</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### External or Partnered Development

<table>
<thead>
<tr>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Phase 3</th>
<th>Reg Review</th>
</tr>
</thead>
<tbody>
<tr>
<td>CDC7 inhibitor#</td>
<td>Ralimetinib</td>
<td>Galunisertib</td>
<td></td>
</tr>
<tr>
<td>Aurora A Ki#</td>
<td>FGFR inh</td>
<td>CXCR4 pept inh</td>
<td></td>
</tr>
<tr>
<td>Chk1 inh#</td>
<td>Notch inh</td>
<td>Emietuzumab</td>
<td></td>
</tr>
<tr>
<td>FGFR3-ADC</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

---

**Not for promotional use**

*For development in combinations*  
*Owned by third parties; Lilly retains rights*
ERK1/2 INHIBITOR

**Key Messages:**

- ERK is a key oncogenic driver in many cancers (including RAS, BRAF, and certain RTK-driven malignancies)
- Promising initial safety and pharmacokinetic data
- Possible basis for multiple rational combinations
PREXASERTIB IS ACTIVE IN BRCA WT HIGH-GRADE OVARIAN CANCER

% Change from baseline

35% of BRCAwt 3L+ ovarian cancer patients achieved a partial response (~2x higher than historical controls)

Interim data from NCI, Center for Cancer Research ExIST Study
Investigator: Jung-min Lee MD; presented at ESMO 2016; NCT02203513

KEY MESSAGES:

- CHK1 inhibition has shown efficacy in tumors with DNA repair defects or replicative stress
- Potential first-in-class agent
- Potential biomarker-driven opportunities in ovarian cancer and other indications
TIM-3 INHIBITOR

TIM-3: a PD-1-like immune checkpoint protein that can become up-regulated in exhausted T cells

KEY MESSAGES:

- Distinct mechanism of TIM-3 inhibition
- Biomarker-specific development path
- Enables combinations with PD(L)1 inhibitors or other pipeline agents
**EXTERNAL INNOVATION**

**EXISTING**

<table>
<thead>
<tr>
<th>PRE-CLINICAL</th>
<th>PHASE 1 / PHASE 2</th>
<th>PHASE 3 / MARKETED</th>
</tr>
</thead>
<tbody>
<tr>
<td>Immunocore</td>
<td>BioNTech</td>
<td>Combos with leading IO agents for Alimta, Cyramza, Lartruvo, and abemaciclib</td>
</tr>
<tr>
<td>Zymeworks</td>
<td>Innovent</td>
<td></td>
</tr>
</tbody>
</table>

**FUTURE**

1. Focus on early clinical as well as on preclinical assets
2. New foundational agents and IO targets
3. New opportunities for rational combinations

Not for promotional use
LILLY ONCOLOGY MOVING FORWARD

- Leverage existing base of assets to build foundational agents and regimens
- Focus on breakthrough innovation with a bias toward first-in-class/best-in-class targets
- Access more external innovation to maintain a competitive pipeline
- Move decisively to accelerate and capitalize on opportunities
- Invest strategically to maximize opportunities
Select NILEX in Phase 2 development or later for NMEs that have progressed to Phase 3 or launched for a lead indication.
**PHASE 3 INITIATIVES**
- Ultra-rapid insulin for diabetes
- Baricitinib for psoriatic arthritis [now expected 2018]
- Empagliflozin for heart failure (HFrEF)¹
- Empagliflozin for heart failure (HFpEF)¹
- Abemaciclib for adjuvant breast cancer (monarchE)

**PHASE 3 DATA INTERNAL READOUTS**
- Flortaucipir (18F AV-1451) tau imaging agent
- Abemaciclib JUNIPER study
- Ramucirumab RAINFALL 1L gastric (initial PFS readout)
- Ramucirumab RAINFALL 1L gastric (final analysis)
- Alimta+platinum+Keytruda in 1L nonsquamous NSCLC (KN-189)²

**PHASE 3 DATA EXTERNAL DISCLOSURES**
- Galcanezumab for migraine prevention
- Lasmiditan SPARTAN study
- Lasmiditan SAMURAI study
- Abemaciclib MONARCH 2 study
- Abemaciclib MONARCH 3 study
- Ramucirumab RANGE 2L bladder cancer (PFS readout)

**REGULATORY SUBMISSIONS**
- Galcanezumab for migraine prevention (US)
- Abemaciclib for advanced breast cancer (MONARCH 1) [US]
- Abemaciclib + fulvestrant for 2L breast cancer (MONARCH 2) [US/EU/J]
- Abemaciclib + AIs for 1L breast cancer (MONARCH 3) [US/EU/J]
- Fruquintinib for 3L metastatic colorectal cancer (China)
- Ixekizumab for psoriatic arthritis (US/EU)

**REGULATORY ACTIONS**
- Baricitinib for rheumatoid arthritis (US/EU/J/J)
- Ixekizumab for psoriatic arthritis (US)
- Alimta+carbo+Keytruda in 1L nonsquamous NSCLC (KN-021G) [US]²,³

**OTHER**
- Closing of BI US animal health vaccines acquisition
- Closing of CoLucid Pharmaceuticals acquisition
- Pediatric exclusivity for Cialis
- Rulings in ongoing Alimta patent litigation:
  - US CAFC
  - US IPRs
  - UK
  - Japan
  - Germany (now expected in 2018)

¹ in collaboration with Boehringer Ingelheim
² in collaboration with Merck
³ KN-021G is a Merck sBLA filing for Keytruda
## 2017 GUIDANCE

<table>
<thead>
<tr>
<th>Category</th>
<th>Prior</th>
<th>Current</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Revenue</td>
<td>$21.8 to $22.3 billion</td>
<td>$22.0 to $22.5 billion</td>
</tr>
<tr>
<td>Gross Margin % of Revenue (GAAP)</td>
<td>Approx. 73.5%</td>
<td>Approx. 72.5%</td>
</tr>
<tr>
<td>Gross Margin % of Revenue (non-GAAP)</td>
<td>Approx. 77.0%</td>
<td>Approx. 76.0%</td>
</tr>
<tr>
<td>Marketing, Selling &amp; Administrative</td>
<td>$6.4 to $6.6 billion</td>
<td>unchanged</td>
</tr>
<tr>
<td>Research &amp; Development</td>
<td>$4.9 to $5.1 billion</td>
<td>$5.0 to $5.2 billion</td>
</tr>
<tr>
<td>Other Income/(Expense)</td>
<td>$0 - $100 million</td>
<td>unchanged</td>
</tr>
<tr>
<td>Tax Rate (GAAP)</td>
<td>Approx. 24.5%</td>
<td>Approx. 23.5%</td>
</tr>
<tr>
<td>Tax Rate (non-GAAP)</td>
<td>Approx. 22.0%</td>
<td>unchanged</td>
</tr>
<tr>
<td>Earnings per Share (GAAP)</td>
<td>$2.60 to $2.70</td>
<td>$2.51 to $2.61</td>
</tr>
<tr>
<td>Earnings per Share (non-GAAP)</td>
<td>$4.05 to $4.15</td>
<td>$4.10 to $4.20</td>
</tr>
<tr>
<td>Capital Expenditures</td>
<td>Approx. $1.2 billion</td>
<td>Approx. $1.1 billion</td>
</tr>
</tbody>
</table>

**FX rates for current guidance:**
- Euro at 1.14
- Yen at 113
- Pound at 1.30

Not for promotional use
• Continued momentum with our innovation-based strategy
• Eight product launches since 2014, two more launches possible by year end 2018
• Focused on continued execution of strategy of innovation, volume-based revenue growth, and margin expansion to create value for all our stakeholders

GROW REVENUE
Minimum average annual revenue growth of 5% in constant currency from 2015 through 2020

EXPAND MARGINS
Excluding FX on int’l inventories sold, gross margin % to increase from 2015 through 2020
OPEX % of revenue of 50% or less in 2018

DEPLOY CAPITAL TO CREATE VALUE
Fund existing marketed and pipeline products
Bolster growth prospects via business development in focus areas
Annual dividend increases

SUSTAIN FLOW OF INNOVATION
Potential to launch 20+ new molecules in 10 years (2014-2023)
On average, could launch 2+ new indications or line extensions per year
Supplementary Slides
NON-GAAP GROSS MARGIN % OF REVENUE

MOVING ANNUAL TOTAL

With FX effect on int’l inventories sold

Without FX effect on int’l inventories sold

<table>
<thead>
<tr>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>Q1</th>
<th>Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>2016</td>
<td>2017</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>78.5%</td>
<td>78.5%</td>
<td>78.5%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>78.2%</td>
<td>79.2%</td>
<td>77.8%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>78.0%</td>
<td>76.3%</td>
<td>77.3%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>76.4%</td>
<td>76.0%</td>
<td>76.3%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>77.4%</td>
<td>77.1%</td>
<td>76.7%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>76.7%</td>
<td>76.6%</td>
<td>76.5%</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Individual quarter GM % of Revenue:

- with FX effect on int’l inv sold: 78.2% 79.2% 77.8% 77.3% 76.3% 76.0% 76.4% 77.4% 78.1% 76.7%
- w/o FX effect on int’l inv sold: 75.3% 76.2% 75.2% 75.7% 74.9% 75.7% 75.5% 75.5% 77.1% 76.6%

Note: The lines in the graph are moving annual totals (i.e. trailing 4 quarters) while the two rows of numbers are from specific quarters.
Q2 2017 NON-GAAP INFORMATION HAS BEEN ADJUSTED TO ELIMINATE:

• amortization of intangible assets primarily associated with costs of marketed products acquired or licensed from third parties totaling $178.1 million (pretax), or $0.12 per share (after-tax);
• inventory step-up costs associated with the acquisition of Boehringer Ingelheim Vetmedica’s U.S. feline, canine, and rabies vaccine portfolio totaling $16.1 million (pretax), or $0.01 per share (after-tax); and
• charges primarily associated with integration costs and asset impairments related to the acquisition and integration of Novartis Animal Health, totaling $50.0 million, or $0.03 per share (after-tax).

Q2 2016 NON-GAAP INFORMATION HAS BEEN ADJUSTED TO ELIMINATE:

• amortization of intangible assets primarily associated with costs of marketed products acquired or licensed from third parties totaling $168.6 million (pretax), or $0.11 per share (after-tax);
• charges primarily associated with integration and severance costs for Novartis Animal Health totaling $58.0 million (pretax), or $0.04 per share (after-tax); and
YTD 2017 NON-GAAP INFORMATION HAS BEEN ADJUSTED TO ELIMINATE:

• amortization of intangible assets primarily associated with costs of marketed products acquired or licensed from third parties totaling $354.2 million [pretax], or $0.23 per share [after-tax];
• an acquired in-process research and development charge related to the acquisition of CoLucid Pharmaceuticals totaling $857.6 million [pretax], or $0.81 per share [after-tax];
• inventory step-up costs associated with the acquisition of Boehringer Ingelheim Vetmedica’s U.S. feline, canine, and rabies vaccine portfolio totaling $26.5 million [pretax], or $0.02 per share [after-tax]; and
• charges primarily related to severance costs incurred as a result of actions taken to reduce the company’s cost structure, as well as integration costs and asset impairments related to the acquisition and integration of Novartis Animal Health, totaling $263.9 million, or $0.19 per share [after-tax].

YTD 2016 NON-GAAP INFORMATION HAS BEEN ADJUSTED TO ELIMINATE:

• amortization of intangible assets primarily associated with costs of marketed products acquired or licensed from third parties totaling $341.1 million [pretax], or $0.22 per share [after-tax];
• charges associated with asset impairments related to the closure of an animal health manufacturing facility in Ireland and integration and severance costs for Novartis Animal Health totaling $189.4 million [pretax], or $0.16 per share [after-tax]; and
• a charge related to the impact of the Venezuelan financial crisis, including the significant deterioration of the bolivar, totaling $203.9 million [pretax], or $0.19 per share [after-tax].
## COMPARATIVE EPS SUMMARY 2016/2017

<table>
<thead>
<tr>
<th></th>
<th>1Q16</th>
<th>2Q16</th>
<th>3Q16</th>
<th>4Q16</th>
<th>2016</th>
<th>1Q17</th>
<th>2Q17</th>
<th>3Q17</th>
<th>4Q17</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reported</td>
<td>0.41</td>
<td>0.71</td>
<td>0.73</td>
<td>0.73</td>
<td>2.58</td>
<td>(0.10)</td>
<td>0.95</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Non-GAAP</td>
<td>0.83</td>
<td>0.86</td>
<td>0.88</td>
<td>0.95</td>
<td>3.52</td>
<td>0.98</td>
<td>1.11</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Note: Numbers may not add due to rounding. For a complete reconciliation to reported earnings, see slides 35 and 36 and our earnings press release dated July 25, 2017.
Q2 2017 TRULICITY SALES WERE UP 139%

U.S. sales were $381 million
International sales were $99 million

Source: QuintilesIMS Health NPA TRx 3MMA, weekly data June 30, 2017
Q2 2017 CYRAMZA SALES INCREASED 27%

U.S. sales increased 1%
International sales increased 49%

Millions

Quarterly Sales by Major Geography

- U.S.
- QUS Ex Japan
- Japan

Not for promotional use
Q2 2017 TALTZ SALES WERE $139 MILLION

U.S. sales were $124 million
International sales were $14 million

Source: QuintilesIMS Health NPATRx and NBRx 3MMA, weekly data June 30, 2017

Not for promotional use
Q2 2017 JARDIANCE REVENUE WAS $103 MILLION

Millions

U.S. revenue increased $41 million
International revenue increased $22 million

U.S. New Therapy Starts (NTS Rx) SOM

Endocrinologists

Primary Care Physicians

Source: QuintilesIMS Health NPANTS Rx 3MMA, weekly data June 30, 2017

Note: Jardiance is part of the Boehringer Ingelheim and Lilly Diabetes Alliance
Q2 2017 BASAGLAR SALES WERE $87 MILLION

U.S. sales were $60 million
International sales were $27 million

Share of U.S. Basal Insulin Market

Source: QuintilesIMS Health NPATRx and NBRx 1MMA, weekly data June 30, 2017

Note: Basaglar is part of the Boehringer Ingelheim and Lilly Diabetes Alliance
Q2 2017 LARTRUVO SALES WERE $47 MILLION

U.S. sales were $40 million
International sales were $8 million

- Strong early uptake in the U.S. with positive KOL feedback
- Initial launches in select European countries began in December 2016
Q2 2017 OLUMIANT SALES WERE $5 MILLION

Millions

International sales were $5 million

- Q2 sales driven by the initial launch in Germany
Q2 2017 ANIMAL HEALTH SALES DECREASED 9%

 Millions

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 U.S. sales</td>
<td>$755</td>
<td>$769</td>
</tr>
<tr>
<td>Q2 U.S. sales</td>
<td>$860</td>
<td>$785</td>
</tr>
<tr>
<td>Q3 U.S. sales</td>
<td>$706</td>
<td>$838</td>
</tr>
</tbody>
</table>

U.S. sales decreased 9%

International sales decreased 9%

<table>
<thead>
<tr>
<th></th>
<th>Q2 Sales</th>
<th>Change</th>
<th>Performance</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Companion</td>
<td>$222.8</td>
<td>9%</td>
<td>9%</td>
<td>-</td>
</tr>
<tr>
<td>U.S. Food and Other</td>
<td>$183.7</td>
<td>(23%)</td>
<td>(23%)</td>
<td>-</td>
</tr>
<tr>
<td>OUS Companion</td>
<td>$88.9</td>
<td>(16%)</td>
<td>(13%)</td>
<td>(2%)</td>
</tr>
<tr>
<td>OUS Food and Other</td>
<td>$289.4</td>
<td>(7%)</td>
<td>(5%)</td>
<td>(2%)</td>
</tr>
<tr>
<td>WW Animal Health</td>
<td>$784.8</td>
<td>(9%)</td>
<td>(8%)</td>
<td>(1%)</td>
</tr>
</tbody>
</table>

- U.S. companion animal sales increase driven by the acquisition of Boehringer Ingelheim Vetmedica’s U.S. feline, canine, and rabies vaccine portfolio, partially offset by competitive pressures in the parasiticides market
- U.S. food animal sales decrease due to competitive pressures and market access pressures in cattle and swine
Q2 2017 HUMALOG® SALES DECREASED 3%

U.S. sales decreased 7%
International sales increased 2%

Source: QuintilesIMS Health NPA TRx 3MMA, weekly data June 30, 2017
Q2 2017 CIALIS SALES WERE FLAT

U.S. sales decreased 1%
International sales were flat

Source: QuintilesIMS Health NPA TRx 3MMA, weekly data June 30, 2017

Not for promotional use
Q2 2017 ALIMTA SALES DECREASED 12%

Millions

U.S. sales decreased $17 million
International sales decreased $58 million

<table>
<thead>
<tr>
<th></th>
<th>Q2 Sales</th>
<th>Change</th>
<th>Performance</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Alimta</td>
<td>$274.3</td>
<td>(6%)</td>
<td>(6%)</td>
<td>-</td>
</tr>
<tr>
<td>OUS Alimta</td>
<td>$258.6</td>
<td>(18%)</td>
<td>(17%)</td>
<td>(2%)</td>
</tr>
<tr>
<td>WW Alimta</td>
<td>$532.9</td>
<td>(12%)</td>
<td>(11%)</td>
<td>(1%)</td>
</tr>
</tbody>
</table>

- U.S. sales decreased due to lower demand, primarily from competition from immuno-oncology agents
- OUS sales decreased due to increased competition, lower prices, and loss of exclusivity in select markets

Not for promotional use
Q2 2017 FORTEO SALES INCREASED 22%

U.S. sales increased $63 million
International sales increased $16 million

<table>
<thead>
<tr>
<th></th>
<th>Q2 Sales</th>
<th>Change</th>
<th>Performance</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Forteo</td>
<td>$249.8</td>
<td>34%</td>
<td>34%</td>
<td>-</td>
</tr>
<tr>
<td>OUS Forteo</td>
<td>$196.9</td>
<td>9%</td>
<td>10%</td>
<td>[1%]</td>
</tr>
<tr>
<td>WW Forteo</td>
<td>$446.7</td>
<td>22%</td>
<td>22%</td>
<td>[1%]</td>
</tr>
</tbody>
</table>

- U.S. sales increase driven by higher realized prices
- OUS sales increase primarily due to higher volume

Not for promotional use
Q2 2017 HUMULIN SALES INCREASED 8%

Millions

U.S. sales increased 11%
International sales increased 3%

Source: QuintilesIMS Health NPA TRx 3MMA, weekly data June 30, 2017
Q2 2017 STRATTERA SALES DECREASED 17%

U.S. sales decreased 29%
International sales increased 5%

U.S. TRx SOM and Market Growth

Source: QuintilesIMS Health NPA TRx 3MMA, weekly data June 30, 2017

Not for promotional use
Q2 2017 CYMBALTA SALES DECREASED 13%

U.S. sales decreased $13 million
International sales decreased $16 million

<table>
<thead>
<tr>
<th></th>
<th>Q2 Sales</th>
<th>Change</th>
<th>Performance</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Cymbalta</td>
<td>$47.1</td>
<td>(22%)</td>
<td>(22%)</td>
<td>-</td>
</tr>
<tr>
<td>OUS Cymbalta</td>
<td>$159.6</td>
<td>(9%)</td>
<td>(8%)</td>
<td>(1%)</td>
</tr>
<tr>
<td>WW Cymbalta</td>
<td>$206.6</td>
<td>(13%)</td>
<td>(12%)</td>
<td>(1%)</td>
</tr>
</tbody>
</table>

- OUS sales decrease driven by continued sales erosion following the loss of exclusivity in Canada and Europe, partially offset by an increase in Japan
Q2 2017 ERBITUX® REVENUE DECREASED 12%

U.S. sales decreased $24 million
International revenue increased $2 million

<table>
<thead>
<tr>
<th></th>
<th>Q2 Sales</th>
<th>Change</th>
<th>Performance</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Erbitux</td>
<td>$133.0</td>
<td>(15%)</td>
<td>(15%)</td>
<td>-</td>
</tr>
<tr>
<td>OUS Erbitux</td>
<td>$26.1</td>
<td>10%</td>
<td>11%</td>
<td>(1%)</td>
</tr>
<tr>
<td>WW Erbitux</td>
<td>$159.1</td>
<td>(12%)</td>
<td>(12%)</td>
<td>(0%)</td>
</tr>
</tbody>
</table>

- U.S. and OUS sales decrease driven by competition in the head and neck cancer and metastatic colorectal cancer indications
Q2 2017 ZYPREXA SALES DECREASED 33%

Millions

U.S. sales decreased $2 million
International sales decreased $68 million

<table>
<thead>
<tr>
<th></th>
<th>Q2 Sales</th>
<th>Change</th>
<th>Performance</th>
<th>Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Zyprexa</td>
<td>$13.0</td>
<td>(10%)</td>
<td>(10%)</td>
<td>-</td>
</tr>
<tr>
<td>OUS Zyprexa</td>
<td>$127.8</td>
<td>(35%)</td>
<td>(34%)</td>
<td>(1%)</td>
</tr>
<tr>
<td>WW Zyprexa</td>
<td>$140.8</td>
<td>(33%)</td>
<td>(32%)</td>
<td>(1%)</td>
</tr>
</tbody>
</table>

- OUS Zyprexa sales declined primarily due to the introduction of generic olanzapine in Japan in June 2016; Japan Zyprexa sales were $50.9 million, a decrease of 56%
BETTER SCIENCE. BETTER LIVES.

Lilly